

Message Text

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SUBJ: PRIVATE TRADE OPPORTUNITY (COUNTRY COMMERCIAL PROGRAM)

1. 122/04/P0042

2. 012175

3. E. TOLMAN

4. 122 CANADA

5. A D

6A. WRITE OR CALL --

6B. ROGER CHARBONNEAU, PRESIDENT

6C. LABORATOIRES ANGLO-FRENCH

4085 RUE GRIFFITH

ST. LAURENT, MONTREAL, QUEBEC, CANADA

7. TELEPHONE: (514) 731-3507

8. --

9. 111-112

9A. EXCLUSIVE AGENT DISTRIBUTORSHIP

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10. DESCRIPTION

38410XX-0000. SURGICAL AND MEDICAL INSTRUMENTS AND APPARATUS
38421XX-0000. SURGICAL, ORTHOPEDIC, AND PROSTHETIC APPLIANCES
AND SUPPLIES

LABORATOIRES ANGLO-FRENCH, ESTABLISHED IN QUEBEC IN 1919, IS A WELL-ESTABLISHED CANADIAN DISTRIBUTOR OF ETHICAL PHARMACEUTICAL SPECIALTIES AND HOSPITAL MEDICAL SUPPLIES. ANNUAL SALES VOLUME OVER ONE MILLION. MARKETING TERRITORY: ALL OF CANADA, THROUGH A NETWORK OF WHOLESALERS. SALES FORCE CONSISTS OF 10 MEDICAL REPRESENTATIVES. MAINTAINS A SCIENTIFIC DEPARTMENT TO APPRAISE PRODUCTS PRIOR TO UNDERTAKING DISTRIBUTION. SAME DEPARTMENT ALSO ACTS AS COORDINATOR BETWEEN CLINICIANS AND FOREIGN LABORATORIES WHEN CLINICAL INVESTIGATIONS AND CERTIFICATES OF COMPLIANCE ARE REQUIRED FOR THE MARKETING OF A NEW DRUG IN CANADA. PROVIDES TECHNICAL TRAINING TO ITS REPRESENTATIVES.

LABORATOIRES ANGLO-FRENCH IS PRESENTLY THE SOLE AGENT FOR ONE AMERICAN AND FOUR EUROPEAN LABORATORIES BUT IT DESIRES TO EXTEND THE RANGE OF PRODUCTS WHICH IT PRESENTLY SELLS TO MEDICAL AND HOSPITAL CLIENTELE. IT IS ESPECIALLY INTERESTED IN THE FOLLOWING LINES:

1) ETHICAL PHARMACEUTICAL SPECIALTIES, ESPECIALLY FORMULAE CONTAINING ONE ACTIVE INGREDIENT (BUT NOT VITAMIN PRODUCTS)

2) MEDICAL HOSPITAL SUPPLIES INCLUDING SUCH ITEMS AS SYRINGES, DISPOSABLE CATHETERS, URINE BAGS, BANDAGES FOR DRESSINGS, ETC.
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